

Message Text

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14

ORIGIN EB-11

INFO OCT-01 NEA-10 ADP-00 AGR-20 COME-00 CIAE-00 INR-10

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R 032343 Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMABAD

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E. O. 11652: N/ A

TAGS: EFIN, PK

SUBJ: ESSO FERTILIZER

REF: ISLAMABAD 5263

1. EXXON CHEMICAL CO. REPS LARSON (V. P. AGRICULTURAL CHEMICALS) AND LAWRENCE (MANAGER, PUBLIC AFFAIRS) CALLED ON ASSISTANT SECRETARY ARMSTRONG JUNE 27; TO REGISTER CONCERN OVER CONTINUED LACK OF SETTLEMENT OF THEIR PROBLEMS RESULTING FROM RUPEE DEVALUATION. WHILE INDICATING THEIR GREAT APPRECIATION FOR PAST USG EFFORTS ON BEHALF OF ESSO FERTILIZER, AND IN PARTICULAR THOSE OF CHARGE, COMPANY REPS FELT THAT FRESH EXPRESSION OF USG INTEREST AT A HIGH LEVEL AT THIS TIME WOULD BE USEFUL. THEY SPECIFICALLY REQUESTED CONSIDERATION BE GIVEN TO HAVING ITEM INCLUDED ON AGENDA FOR BHUTTO VISIT LATER THIS MONTH.

2. ARMSTRONG SAID THAT WE WOULD BE IN TOUCH WITH PAK AMB PRIOR TO VISIT TO REMIND HIM ABOUT ESSO' S PROBLEMS AND TELL HIM THAT USG MAY RAISE THIS AND OTHER OUTSTANDING INVESTMENT PROBLEMS DURING BHUTTO VISIT. WHILE NOT IN POSITION TO SAY WITH CERTAINTY WHAT SUBJECTS WILL BE

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DISCUSSED WITH BHUTTO, ARMSTRONG ASSURED EXXON REPS U. S. PRINCIPALS WILL BE FULLY BRIEFED ON OUTSTANDING INVESTMENT PROBLEMS, INCLUDING ESSO'S.

3. DEPARTMENT IS GRATIFIED TO LEARN OF ENCOURAGING SESSION BETWEEN GOP AND EXXON REPS IN ISLAMABAD JUNE 28 AS REPORTED REFTEL. IN TELEPHONE CONVERSATION WITH PAK ON JULY 2, EXXON REP CHARLES LARSON CONFIRMED GIST EMBASSY MESSAGE. SAID ALTHOUGH HE GUARDEDLY HOPEFUL SOLUTION COULD BE REACHED ON PAST AND PRESENT PRICING ISSUES, HE FELT GOP WAS UNLIKELY MAKE SUBSTANTIVE DECISION TO RESOLVE PROBLEM PERMANENTLY. ADDED EXXON WOULD CONTINUE ASSERT RIGHTS UNDER EXISTING AGREEMENT FOR MAINTENANCE OF VALUE IN FUTURE EVEN IF LUMP SUM PAYMENT MADE FOR PAST ACTIVITIES. RUSH

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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